

## Replacement Sheet

FIG. 3

Service Provider's subscription plan.

| Types of<br>subscription plan |   | 1<br> <br>Collaboration<br>Community<br>size (partners) | Subscription fee | 3<br> <br>Additional<br>partner/month |
|-------------------------------|---|---------------------------------------------------------|------------------|---------------------------------------|
|                               |   |                                                         |                  |                                       |
| 5                             | A | Up to 50                                                | \$5,000          | 7<br>\$100/ea<br>\$95/ca<br>\$90/ea   |
|                               | B | Up to 70                                                | \$6,650          |                                       |
|                               | C | Up to 100                                               | \$9,000          |                                       |
| 18                            | D | Up to 130                                               | \$11,440         | 20<br>\$88/ea<br>\$86/ea              |
|                               | E | Up to 150                                               | \$12,900         |                                       |

Service Provider's cost sharing plan to clients.

-Each new subscription will generate \$200 for the service provider and \$100 credit for the client, which can be used to offset subscription fees.

Example 1.

Clients signed up for subscription plan type B and had 75 partners. In the same month, he generated 55 new subscribers. His subscription fee will be calculated as follows:

|    |                       |                                       |    |
|----|-----------------------|---------------------------------------|----|
| 11 | Subscription fee:     | $\$6,650 + (5 \times \$95) = \$7,125$ |    |
|    | Credit earned:        | $55 \times \$100 = \$5,500$           | 16 |
|    | Net subscription fee: | $\$7,125 - \$5,500 = \$1,625$         | 12 |
| 14 |                       |                                       |    |

Example 2.

Clients signed up for subscription plan type D and had 135 partners. In the same month, he generated 75 new subscribers. His subscription fee will be calculated as follows:

|    |                       |                                         |    |
|----|-----------------------|-----------------------------------------|----|
| 24 | Subscription fee:     | $\$11,440 + (5 \times \$88) = \$11,880$ | 27 |
|    | Credit earned:        | $75 \times \$100 = \$7,500$             | 26 |
|    | Net subscription fee: | $\$11,880 - \$7,500 = \$4,380$          | 22 |
|    |                       |                                         | 28 |

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